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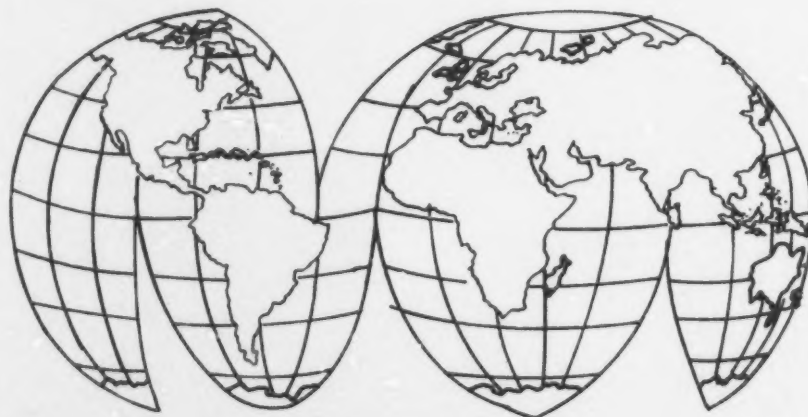
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INTERNATIONAL TRADE

STATE AND LOCAL Resource Directory

1988-1989

Delaware



U. S. Small Business Administration

Office of International Trade/Office of Business Development

SBA 1.13/4:

INTERNATIONAL TRADE

State and Local
Resource Directory
1988 – 1989

Delaware

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416



FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the State of Delaware. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by, and the International Trade State and Local Resource Directory series managed, by René BeBeau, under the leadership of Sheryl J. Swed, Director, Office of International Trade.

TABLE OF CONTENTS

	Page
U.S. SBA and U.S. Department of Commerce Local Offices	4
State Agencies	5
Port Authorities	6
Chambers of Commerce	7
Private/Other Organizations	8
Foreign Embassies	9
Banks with International Departments	16
Export Management Companies/Export Trading Companies	17
International Trade Consultants	19
Custom House Brokers/International Freight Forwarders	21
Export Packing and Crating	22

U.S. SMALL BUSINESS ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

U.S. Small Business Administration
Federal Building, Room 5207
844 King Street, Lockbox 16
Wilmington, DE 19801
(302) 573-6295

U.S. Department of Commerce
International Trade Administration
9448 Federal Building
600 Arch Street
Philadelphia, PA 19106
(215) 597-2850

STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered (Note: state-run port authorities are listed under a separate heading).

Delaware Department of Agriculture
Division of Production and Promotion
Drawer D
2320 South Dupont Highway
Dover, DE 19903
(302) 736-4811

The Department promotes exports of Delaware agricultural products, services and farm machinery.

Delaware Development Office
99 Kings Highway
P.O. Box 1401
Dover, DE 19903
(302) 736-4271

The Delaware Development Office promotes industrial development and expansion of exports. It has specialists in small business development. The Office provides information and counseling and offers several special financing programs, including a shared foreign sales corporation. Educational programs are also offered. The Office plans trade missions, trade shows and catalogue shows, and hosts visiting foreign delegations. It also helps small businesses obtain export financing. A computerized data base for trade leads is maintained. The Office is also establishing an export trading company.

Governor's International Trade Council

(302) 736-4136

The Council works to develop programs to expand exports and serves as an advisory body to the State of Delaware on international trade.

PORT AUTHORITIES

In addition to packing and shipping, port authorities provide general information on exporting and importing, potential foreign markets, buyers and representatives, and overseas projects.

Delaware River Port Authority (DRPA)

World Trade Division

Bridge Plaza, P.O. Box 1949

Camden, NJ 08101

(609) 963-6420

Telex: 83-1417

The DRPA is a tri-state agency of Delaware, New Jersey and Pennsylvania. The World Trade Division works to increase international trade in this region. It provides advice on shipping, and compiles and provides information necessary to the maritime industry. Through its overseas offices in Antwerp, Bogota, Tokyo and Hong Kong, the DRPA can also provide information on markets in Europe, South America and the Far East.

CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary, where available, of services provided.

Dover

Central Delaware Chamber of Commerce
P.O. Box 576
Dover, DE 19905
(302) 734-7513

Wilmington

Delaware State Chamber of Commerce
One Commerce Center, Suite 200
Wilmington, DE 19801
(302) 655-7221

PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Descriptions of services are included.

Philadelphia District Export Council

c/o U.S. Department of Commerce
9448 Federal Building
600 Arch Street
Philadelphia, PA 19106
(215) 597-2866

The Philadelphia District Export Council represents the State of Delaware and is one of 51 District Export Councils nationwide. These Councils operate under the guidance of the U.S. Department of Commerce. The membership of the Council, which is appointed by the Secretary of Commerce, consists of district leaders in commerce, industry, academia and local governments with close association with international trade. The basic mission of the Councils is to work with the Commerce Department's district offices to promote international trade. The Councils assist in sponsoring workshops and seminars on exporting, and help arrange export counseling for potential or beginning exporters. The Councils also serve to provide the Commerce Department with the business community's views on international trade issues.

Port of Wilmington Maritime Society

1300 North Market Street, Suite 501
Wilmington, DE 19801

The Society works to increase local awareness of the port as a center for international trade.

FOREIGN EMBASSIES

Generally, the embassies that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country. A country's embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for Delaware.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei 2600 Virginia Avenue NW Washington, DC 20037 (202) 342-0159	China, People's Republic of 2300 Connecticut Avenue NW Washington, DC 20008 (202) 328-2500
Bulgaria, People's Republic of 1621 22nd Street NW Washington, DC 20008 (202) 387-7969	Colombia 2118 Leroy Place NW Washington, DC 20008 (202) 387-8338
Burkina-Faso (formerly Upper Volta) 2340 Massachusetts Avenue NW Washington, DC 20008 (202) 332-5577	Congo, People's Republic of the 4891 Colorado Avenue NW Washington, DC 20011 (202) 726-5500
Burma, Socialist Rep. of the Union of 2300 S Street NW Washington, DC 20008 (202) 332-9044	Costa Rica 1825 Connecticut Avenue NW Washington, DC 20009 (202) 234-2945
Burundi, Republic of 2233 Wisconsin Avenue NW Washington, DC 20007 (202) 342-2574	Cyprus, Republic of 2211 R Street NW Washington, DC 20008 (202) 462-5772
Cameroon, United Republic of 2349 Massachusetts Avenue NW Washington, DC 20008 (202) 265-8790	Czechoslovak Socialist Republic 3900 Linnean Avenue NW Washington, DC 20008 (202) 363-6315
Canada 1746 Massachusetts Avenue NW Washington, DC 20036 (202) 785-1400	Denmark 3200 Whitehaven Street NW Washington, DC 20008 (202) 234-4300
Cape Verde, Republic of 3415 Massachusetts Avenue NW Washington, DC 20007 (202) 965-6820	Djibouti, Republic of 866 United Nations Plaza, Suite 4011 New York, NY 10017 (212) 234-4300
Central African Republic 1618 22nd Street NW Washington, DC 20008 (202) 483-7800	Dominica, Commonwealth of 1629 K Street NW Washington, DC 20006 (202) 467-5933
Chad, Republic of 2002 R Street NW Washington, DC 20009 (202) 462-4009	Dominican Republic 1715 22nd Street NW Washington, DC 20008 (202) 332-6280
Chile 1732 Massachusetts Avenue NW Washington, DC 20036 (202) 785-1746	Ecuador 2535 15th Street NW Washington, DC 20009 (202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

Banks are listed by metropolitan area.

Wilmington

Bank of Delaware
901 Market Street
Wilmington, DE 19899
(302) 429-1011

Delaware Trust Company
9th & Market Streets
Wilmington, DE 19899
(302) 421-7279

Mellon Bank (Delaware)
10th and Market Streets
Wilmington, DE 19899
(302) 429-4600

EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

Aimex, Inc.
398 Ronald Lane
Smyrna, DE 19977
(302) 653-2118

American Electric Distributors, Inc.
1100 N. Market Street
Wilmington, DE 19801
(302) 655-8486

Joseph Bancroft & Sons Co., Inc.
300 Foulk Road
Wilmington, DE 19803
(302) 658-6981

Textiles.

Easternex International, Ltd.
1414 Foulk Road
Wilmington, DE 19803
(302) 798-0137

Equipment Export Co., Inc.
1100 N. Market Street
Wilmington, DE 19801
(302) 655-8485

Global Marketing Associates, Inc.
109 Barksdale Professional Center
Newark, DE 19711
(302) 737-4580

Medical equipment & supplies,
pharmaceuticals, physical fitness &
orthopedic equipment, laboratory
equipment & supplies, optical & eye
care supplies, cosmetics & beauty
supplies.

Areas: Western Europe, Pacific Rim,
Middle East

Hercules International Trade Corp.
1313 N. Market Street
Wilmington, DE 19894
(302) 594-6301

Industrial & agricultural
chemicals, materials & synthetics,
carpet & rug fibers.

PR & B, Inc.
2516 Lori Lane North
Wilmington, DE 19810
(302) 478-4928

Miscellaneous items.

Royal Overseas Corp.
1903 Newport Gap Pike
Wilmington, DE 19808
(302) 994-5579

U.S. International, Inc.
8 Inverness Court
Hockessin, DE 19707
(302) 239-5659

INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below.

Borgmann Associates
1104 Artwin Road
Wilmington, DE 19803
(302) 478-3204

International market services;
specialists for West Germany.

Business & Policy Associates, Inc.
P.O. Box 3706
Greenville, DE 19807
(302) 429-7609

Specialists in Asia. Help locate
markets, conduct market research,
assist negotiations, provide
cultural training.

R.E. Colgate Associates
1980 Superfine Lane, Suite 401
Wilmington, DE 19802
(302) 658-4041

Deloitte Haskins & Sells
300 Delaware Avenue
Wilmington, DE 19801
(302) 652-3146

International accounting, taxation
& business management.

Global Marketing Associates, Inc.
109 Barksdale Professional Center
Newark, DE 19711
(302) 737-4580

Medical equipment & supplies &
related fields.
Areas: Western Europe, Pacific Rim,
Middle East

H.R. Consulting Services, Inc.
4004 Coleridge Road
Wilmington, DE 19802
(302) 762-6919

International Consultants of Delaware
109 Barksdale Professional Center
Newark, DE 19711
(302) 737-8715

Peat Marwick Mitchell & Co.
1100 Market Street
Wilmington, DE 19801
(302) 658-8770

International accounting.

Price Waterhouse
1220 N. Market Street
Wilmington, DE 19801
(302) 656-5300

International accounting, taxation
& business management.

Technion International, Inc.
P.O. Box 417
Wilmington, DE 19899
(302) 478-1500

CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*).

Airport Clearance Service (*)
600 Terminal Avenue
New Castle, DE 19720
(302) 656-0524

Wolf D. Barth Company, Inc. (*)
Wilmington Marine Terminal
P.O. Box 473
Wilmington, DE 19899
(302) 656-8772

A.J. Fritz & Co.
Wilmington Marine Terminal
Wilmington, DE 19801
(302) 658-1060

EXPORT PACKING AND CRATING

The following firms offer export packing and crating. Packing for exports, especially ocean freight, requires greater care than for regular domestic shipping, as well as special markings. Export packers may also be familiar with various shipping facilities and carriers.

Larmore, Inc.
Bellcore Drive
New Castle, DE 19720
(302) 328-6601

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____



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